

Message Text

UNCLASSIFIED POSS DUPE

PAGE 01 STATE 008727

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ORIGIN COME-00

INFO OCT-01 ISO-00 EB-07 NEA-10 /018 R

DRAFTED BY COM/CAGNE/LJENSEN

APPROVED BY EB/OCA/CM/LKLIEFORTH

COM/CAGNE/PHALE

COM/CAGNE/WGAINES

COM/OED/CCRIDER (PHONE)

STATE/EB/CSB/RBUCK (PHONE)

STATE/NEA/AFN/LMURRAY (INFO)

----- 084881

R 140021Z JAN 76

FM SECSTATE WASHDC

TO AMEMBASSY TUNIS

UNCLAS STATE 008727

E.O. 11652:N/A

TAGS: BTIO, BEXP, TS

SUBJECT: TRADE OPPORTUNITY PROGRAM: STEAM POWER PLANT

REF: A) TUNIS 0060, B) TUNIS 7245

1. THE USDOC TRADE OPP NOTICE (FORM DIB-412P) RECEIVED BY POST AND MENTIONED REF A IS UNUSUALLY UNCLEAR IN FORMAT. NORMALLY, DIB-412P CLEARLY IDENTIFIES THE NUMBER OF TOP COPIES SENT TO SUPPLIERS, U.S. OFFICES, OR MULTIPLIERS. IN THIS INSTANCE, COPY OF RELEVANT DIB-412P RETAINED BY COMMERCE SHOWS A NUMBER ONE UNDER ITEM ENTITLED "ATTENTION TO POST." THIS INDICATES THAT ONE TOP SUBSCRIBER RECEIVED THE TRADE LEAD.

2. FACT THAT ONLY ONE COMPANY RECEIVED TENDER THROUGH TOP IS RELATED TO:

A) RELATIVELY SMALL UNIVERSE OF STEAM TURBINE POWER EQUIPMENT MANUFACTURERS;

B) CERTAIN FIRMS INTERESTED IN SUBJECT AND SUBSCRIBING TO UNCLASSIFIED UNCLASSIFIED

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-- TOP APPARENTLY HAVE NOT INCLUDED TUNISIA AMONG COUNTRIES
-- FROM WHICH THEY WANT TOP TRADE LEADS;

C) EMBASSY CODING OF TENDER ANNOUNCEMENT: REF B WAS CODED

-- PRECISELY FOR STEAM TURBINES, THUS WENT TO EQUIPMENT
-- MANUFACTURER. WIDER DISSEMINATION THROUGH TOP COULD

-- HAVE RESULTED FROM ADDITIONAL CODING AS MAJOR PROJECT,
-- USING CODES IN COMMERCE BOOKLET DATED MAY 1973 (SENT
-- TO ALL POSTS) ENTITLED "MAJOR GROUP 99." THIS BOOKLET
-- PROVIDES CODES FOR PROJECTS, SERVICES AND SPECIAL
-- PRODUCT GROUPINGS NOT READILY CLASSIFIABLE BY REGULAR
-- SIC CATEGORIES. THUS, 9918XXX COVERS POWER GENERATION
-- AND TRANSMISSION PROJECTS. IF YOU LACK THIS BOOKLET,
-- INFORM.

3. COMMERCE NORMALLY ACCEPTS EMBASSY'S CODES AS GIVEN ON
TRADE OPPORTUNITY CABLES. IN THIS INSTANCE, WE ARE MAKING
NEW MAILING OF REF B TO OTHER SUBSCRIBERS BASED ON 9918XXX
CATEGORY.

4. COMMERCE BUSINESS DAILY ANNOUNCEMENT OF CALL FOR BIDS
IS EXPECTED SHORTLY. COMMERCE/CAGNE/MAJOR PROJECTS STAFF,
WHOSE PURPOSE IS TO SUPPLEMENT TOP PROGRAM, IS GIVING
NORMAL "SPECIAL ATTENTION" TO THIS TENDER BY CONTACTING
DIRECTLY COMPANIES POTENTIALLY INTERESTED IN PROJECT.

5. WESTINGHOUSE, MENTIONED TUNIS 7378, HAS NOT INITIATED
CONTACT WITH COMMERCE/CAGNE ON THIS PROJECT. KISSINGER

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